

Message Text

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ACTION EB-07

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ERDA-05 AID-05 CEA-01 CIAE-00 CIEP-01 COME-00 DODE-00

FEAE-00 FPC-01 H-02 INR-07 INT-05 L-03 NSAE-00 NSC-05

OMB-01 PM-04 SAM-01 OES-03 SP-02 SS-15 STR-04 TRSE-00

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FM AMEMBASSY KINSHASA

TO SECSTATE WASHDC IMMEDIATE 4289

C O N F I D E N T I A L KINSHASA 7887

E.O. 11652: FGDS

TAGS: ENRG, EAID, CG

SUBJECT: PROPOSED DEAL WITH MOBIL ON PETROLEUM

REF: KINSHASA 7729

1. MOBIL REPS WILLIAMS AND LEONARD ARRIVED KINSHASA LATE IN THE EVENING AUGUST 26 AND WERE RECEIVED BY BISENGIMANA AT 10 A.M. THE NEXT DAY. I ACCOMPANIED THEM. BISENGIMAN WENT OVER THE DIMENSIONS OF THE POL CRISIS, EMPHASIZING THAT THE ARABS (MAINLY ALGERIANS) WERE BRINGING INTOLERABLE PRESSURE TO BEAR ON ZAIRE. THE ARABS, ACCORDING TO BISENGIMANA, ON THE ONE HAND REFUSED TO DOLIVER CRUDE WITHOUT FURTHER PAYMENTS, BUT AT THE SAME TIME HAD SAID THAT IF ZAIRE WERE TO CHANGE ITS TUNE ON ISRAEL, THEY WOULD BE FORTHCOMING ON POL AND WOULD TIDE ZAIRE THROUGH THE END OF THE YEAR. BISENGIMANA REITERATED THAT ZAIRE'S POSITIONS IN INTERNATIONAL AFFAIRS WERE A MATTER OF PRINCIPLE AND THAT THEY HAD NO INTENTION OF SUBMITTING TO SUCH PRESSURE. AT THE SAME TIME THEY COULD NOT ALLOW THEMSELVES TO REKMAIN IN SUCH A VULNERABLE POSITION AND THAT IS WHY THEY WERE TURNING TO A COMPANY, MOBIL, WHICH HAD SHOWN ITS UNDERSTANDING AND ITS
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COOPERATION IN THE PAST.

2. BISENGIMAN SAID THAT HE UNDERSTOOD THAT MOBIL WOULD REQUIRE A GUKAKRANTEE--THAT ALTHOUGH THE PROPOSED DEAL WOULD SEE MOBIL REIMBURSED FROM CRUDE COMING OUT OF THE GULF OFFSHORE PROJECT, MOBIL WANTED A FURTHER GUARANTEE IN THE UNLIKLEY EVENT THAT THE WELL DID NOT FXLOW. BISENGIMANA SAID THAT HE WOULD TALK WITH THE BANKS AND WOULD GIVE THEM, THE BANKS, WHATEVER THEY REQUIRED IN THE WAY OF GUARANTEES. WILLIAMS REPLIED THAT MOBIL WAS CAPABLE OF SATISFYING ZAIRE'S NEEDS BUT THAT AS BISENGIMANA COULD UNDERSTAND, THERE WERE MAHY DETAILS TO BE WORKED OUT AND THAT EVEN IF A DEAL WERE TO BE STRUCK TODAY, LOGISTICAL PROBLEMS WOULD MEAN THREE OR FOUR WEEKS BEFORKE SUPPLIES COULD BECOME AVAILABLE. BISENGIMANA SAID HE UNDERSTOOD AND ASKED WILLIAMS TO BEGIN TO WORK ON THOSE LOGISTICAL PROBLEMS IMMEDIATELY AS HE HIMSELF WOULD WORK ON XTHE PROBLEM OF A BANK GUARANTEE.

3. WILLIAMS AND LEONARD HAVE TALKED WITH SPINK OF FNCB AND HAVE GONE OVER AND OVER AND OVER EVERY POSSIBLE PERMUTATION OF A CONCEIVABEL DEAL. I CANNOT PREDICT WHAT MOBIL AND THE BANKS WILL WORK OUT BUT I HAVE A FEELING THAT THEY WILL WORK SOMETHING OUT. THERE IS NO QUESTION THAT THE GOZ IS PREPARED TO GIVE WHATEVER THE BANKS REQUIRE IN THE WAY OF A GUARANTEE. IT'S UP TO THE BANKS AND MOBIL NOW TO WORK OUT THE DETAILS OF THE PACKAGE. WILLIAMS DEPARTS AUGUST 28 AND WILL RETURN ON SEPTEMBER 10. LEONARD REMAINS HERE TO KPURSUE THE DEAL--AND THE COMPENSATION CLAIM, MEETINGS ON WHICH HAVE BEEN CONVENED FOR SEPTEMBER 1. AGAIN, NOTHING SPECIFIC WAS SAID BY BISENGIMANA OR MOBIL ON THE RELATIONSHIP OF COMPAN- SATION TO THE POL DEAL, BUT THE CONNECTION IS CLEAR AND I THINK PROGRESS WILL BE MADE.
WALKER

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